CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Canal Partners Media 1027 33rd Street NW, Suite 140 Washington, DC 20007

	Contract / Revision						
	1847589 /						
Product							
DOUG JONES FOR SENA	Т						
Contract Dates	Estimate #						
11/08/17 - 11/14/17	5092						
<u>Advertiser</u>	Original Date / Revision						
POL/Jones, Doug/D/Sena		11/1	0/17	/ 11/10/17			
	Billing Cycle	Billing (Calend	ar	Cash/Trade	}	
	FOMEOO	D					

_	Billing Cycle	Billing Cale	<u>endar</u>	Cash/Trade
	EOM/EOC	Broadcast		Cash
	Property	Account Ex	xecutive	Sales Office
	WSFA	Ryan Eddii	ns	HRP-Washingto
	Special Handl	ing		
	•			
	Demographic			
	Adults 35+			
	Anii Cada	Advantions	Cada	Product 1/2
	Agy Code	Advertiser	Code	
	TV13041	836		967
	Agency Ref		<u>Advertiser</u>	Ref

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
1 WSFA 11/13/17 11/13/17 ALABAMA LIVE @ 11A Start Date	11-1130Am <u>Rate</u> \$60.00	1:00	NM 1	\$60.00
2 WSFA 11/10/17 11/10/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	12-1230pm <u>Rate</u> \$200.00	1:00	N M 1	\$200.00
3 WSFA 11/14/17 11/14/17 WSFA 12 News at Five Start Date	5-530pm <u>Rate</u> \$370.00	1:00	NM 1	\$370.00
4 WSFA 11/08/17 11/08/17 WSFA 12 News at Five <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	5-530pm <u>Rate</u> \$370.00	1:00	N M 1	\$370.00
5 WSFA 11/09/17 11/09/17 WSFA 12 News at Five <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	5-530pm <u>Rate</u> \$370.00	1:00	N M 1	\$370.00
6 WSFA 11/10/17 11/10/17 WSFA 12 News at Five <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	5-530pm <u>Rate</u> \$370.00	1:00	NM 1	\$370.00
7 WSFA 11/14/17 11/14/17 WSFA 12 News at Six - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 -1 1	6-630pm <u>Rate</u> \$700.00	1:00	N M 1	\$700.00
8 WSFA 11/08/17 11/08/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 11/06/17 11/12/171 1	6-630pm <u>Rate</u> \$700.00	1:00	NM 1	\$700.00
9 WSFA 11/14/17 11/14/17 WSFA 12 News at Ten - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 -1 1	10-1035pm <u>Rate</u> \$550.00	1:00	NM 1	\$550.00
10 WSFA 11/08/17 11/08/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week	10-1035pm <u>Rate</u>	1:00	NM 1	\$550.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

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www.wsfa.com

| Contract / Revision | Alt Order # | 1847589 / 08853849

 Contract Dates
 Product
 Estimate #

 11/08/17 - 11/14/17
 DOUG JONES FOR SET 5092

	Start/End	Spots/ .			
*Line Ch Start Date End Date Description	Time	Days Length Week	Rate Type S	pots	Amount
Start Date End Date Weekdays Spots/Week Week: 11/06/17 11/12/17 1 1	<u>Rate</u> \$550.00				
11 WSFA 11/09/17 11/09/17 WSFA 12 News at Ten - MF	10-1035pm	1:00	NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	<u>Rate</u> \$550.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length	<u>Rate Type</u>		
1 WSFA 11/06/17-11/12/17 WSFA 12 News at Ten - Mi Credited	= 10-1035pm	Th 1:00 \$	550.00 NM		
12 WSFA 11/08/17 11/08/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	11-1130Am <u>Rate</u> \$60.00	1:00	NM	0	\$0.00
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate Type		
1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 11A	***************************************		\$60.00 NM		
Credited					
13 WSFA 11/13/17 11/13/17 The Voice Start Date End Date Weekdays Spots/Week Week: 11/13/17 11/19/17 1 1	7-9pm <u>Rate</u> \$1,200.00	1:00	NM	1	\$1,200.00
		4.00	NM	1	\$160.00
14 WSFA 11/11/17 11/11/17 WSFA 12 News at Six-Sat Start Date End Date Weekdays Spots/Week	Sa 6-7pm Rate	1:00	IVIVI	•	\$100.00
Week: 11/06/17 11/12/171- 1	\$160.00				
15 WSFA 11/12/17 11/12/17 Nascar Daytime	130p-5p	1:00	NM	1	\$130.00
Start Date	Rate				
Week: 11/06/17 11/12/171 1	\$130.00				
16 WSFA 11/12/17 11/12/17 WSFA 12 News at Five-Sun	•	1:00	NM	1	\$180.00
Start Date End Date Weekdays Spots/Week Week: 11/06/17 11/12/171 1	<u>Rate</u> \$180.00				
17 WSFA 11/09/17 11/09/17 ALABAMA LIVE @ 11A	11-1130Am	1:00	NM	0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate	1.00	,		*****
Week: 11/06/17 11/12/171 1	\$60.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate Type		
1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 11A	11-1130Am	Th 1:00	\$ 60.00 NM		
Credited AND MODE AND	44.44000	4.00	NM	0	\$0.00
18 WSFA 11/10/17 11/10/17 ALABAMA LIVE @ 11A Start Date End Date Weekdays Spots/Week	11-1130Am Rate	1:00	INIV	0	φ0.00
Week: 11/06/17 11/12/171 1	\$60.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length	<u>Rate Type</u>		
1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 11A	11-1130Am	F 1:00	\$ 60.00 NM		
Credited					***
19 WSFA 11/13/17 11/13/17 ALABAMA LIVE @ 1130AM Start Date End Date Weekdays Spots/Week		1:00	NM	1	\$60.00
Week: 11/13/17 11/19/17 1 1	<u>Rate</u> \$60.00		ł		
20 WSFA 11/09/17 11/09/17 ALABAMA LIVE @ 1130AM	1130A-12P	1:00	NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	<u>Rate</u> \$60.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length	<u>Rate Type</u>		
1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 1130AN	1 1130A-12P	Th 1:00	\$60.00 NM		
Credited					

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 11/08/17 - 11/14/17
 DOUG JONES FOR SET 5092

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spc	ots	Amount
21 WSFA 11/10/17 11/10/17 ALABAMA LIVE @ 1130AN Start Date	1 1130A-12P <u>Rate</u> \$60.00	1:00	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 11/06/17-11/12/17 ALABAMA LIVE @ 1130Al Credited	Start/End Time M 1130A-12P	Weekdays Length Rate F 1:00 \$60.00	Type NM		
22 WSFA 11/13/17 11/13/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 11/13/17 11/19/17 1 1	12-1230pm <u>Rate</u> \$200.00	1:00	NM	1	\$200.00
23 WSFA 11/14/17 11/14/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 -1 1	12-1230pm <u>Rate</u> \$200.00	1:00	NM	1	\$200.00
24 WSFA 11/10/17 11/10/17 Today in Alabama 530a Start Date End Date Weekdays Spots/Week Week: 11/06/17 11/12/17 F 1	528am-6am <u>Rate</u> \$300.00	1:00	NM	1	\$300.00
N 25 WSFA 11/09/17 11/09/17 Late News <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/06/17 11/12/171 1	1030p-11P <u>Rate</u> \$300.00	1:00	NM	1	\$300.00
N 26 WSFA 11/14/17 11/14/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 -T 1	5-530a <u>Rate</u> \$170.00	1:00	NM	1	\$170.00
N 27 WSFA 11/13/17 11/14/17 HARRY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/13/17 11/19/17 MT 1	2-3p <u>Rate</u> \$50.00	1:00	NM	1	\$50.00
N 28 WSFA 11/13/17 11/14/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week Week: 11/13/17 11/19/17 MT 1	1137p-1237x <u>Rate</u> \$30.00	1:00	NM	1	\$30.00
		Totals	4	22	\$7,220.00

 Time Period
 # of Spots
 Gross Amount
 Agency Comm.
 Net Amount

 10/30/17 -11/14/17
 22
 \$7,220.00
 (\$1,083.00)
 \$6,137.00

 Totals
 22
 \$7,220.00
 (\$1,083.00)
 \$6,137.00

Signature:	Date:	
•		

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FAX# AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: HEADLINE# 8853849 TRF# 1847589 MOD# 2: APPROVED REV #0 \$\$\$

REP SSS

NOV10/17 10.16 *** WSFA-TV *** RISK !!! REPORT FROM STATION **CHANGES** CREDIT HARRIS ORDER WORKSHEET

703-516-9680

ADV #	ADV.	NAME	NAME POLI/D JONES/D/SEN/AL	/D/SEN/AL	REP.#	OF	OFF.#	SALESMAN #	
AGY #	AGY.	AGY. NAME	CANAL PARTNERS MEDI	S MEDIA	BUYER NAME	NAME JEFF	JEFF SCATTERGOOD	ООР	
			900 CIRCLE 75 PKWY	S PKWY SE, SUITE# 1650	SALES	PRSN WA-	RYAN EDDINS (H)	INS (H)	
			ATLANTA, GA 30339	30339					
ORDER #			CONTRACT # 88538	8853849	CLASS:	CLASS: NATL.	LOCAL	REGIONAL	
PRDCT DOUG JON	ES FO	R SEN	AT EST#5092 CC	DOUG JONES FOR SENAT EST#5092 COMMENTS: (LINE, ORDER, INVOICE	OICE)				
FLIGHT DATES NOV8/17 NOV14/17	V8/17	NOV	14/17 WK-1						
CITY TAX	ω	STATE TAX	TAX	CO-OP BILLING NEEDED			DA	DATE_NOV10/17 10.16	0.16

STA:

**** THIS IS A CASH IN ADVANCE SCHEDULE **** CON CM

ALL INVOICES ARE TO BE SENT TO: 900 CIRCLE 75 PARKWAY SE, SUITE#1650 ATLANTA, GA 30339

PLS ADVISE (NOV10/17) ARE 60S \$550.00 60S \$300.00 60S \$170.00 60S \$50.00 60S \$30.00 WE THANKS, DENICE THRUSDAYS PLEASE CONFIRM. NOV13 NOV13 NOV14 900N & M-TU/200P-300P & M-TU/1135P-1235A CMT:OUR NEWS WILL RUN LATE ON CMT:LOWERING THE RATE. PLEASE MISSED: THU/1030P-1105P OFFER: THU/1030P-1130P TUE/500A-530A Ø NO BUYS TO PRINT STATION MAKEGOOD OFFERS: BUY#25 UNRESL

\$7,220.00 NOV/17

\$7,220.00

CONTRACT TOTAL TOTAL

% WIYC ເປ % WBMM 0% CABL WCOV 168 2 0 4 % % WAKA EAKA ∩ O % % WNGE ESFA 50% WSFA \$14,440 TOTALS MARKET

ACCURATE SHARES

NSI SVC-

DEMOS- RA35+*

1847589 \$\$\$

HEADLINE# 8853849 TRF# MOD# 2: UNAPPROVED REV #1

REP \$\$\$

703-516-9680 RISK !!! REPORT FROM REP FAX# CREDIT HARRIS AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

NOV10/17 10.49 *** WSFA-TV ***

CHANGES

10.49 # DATE NOV10/17 SALESMAN REGIONAL (H) EDDINS SCATTERGOOD LOCAL RYAN OFF.# JEFF WA-CLASS: NATL. PRSN BUYER NAME SALES REP.# INVOICE) CO-OP BILLING NEEDED 1650 ORDER, SUITE# (LINE, SE POLI/D JONES/D/SEN/AL COMMENTS: CANAL PARTNERS MEDIA # 8853849 75 PKWY 30339 GA 900 CIRCLE DOUG JONES FOR SENAT EST#5092 CONTRACT WK-1ATLANTA, NOV14/17 STATE TAX NAME AGY. NAME ADV. FLIGHT DATES NOV8/17 TAX # # # ORDER PRDCT CITY ADV AGY

RYAN REVISED ORDER M3 OKD AS LINES 26-29 TTL SAME, \$7,220 THANKS JASMINE FOR PLS CONFM REP:

STA:

SCHEDULE **** ADVANCE CASH IN Ø SI SIHL **** CON CM

ALL INVOICES ARE TO BE SENT TO: 900 CIRCLE 75 PARKWAY SE, SUITE#1650 30339 ATLANTA, GA

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	ADVERTIS PRODUCT	1030P-1105P
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PLEASE CONFIRM ASAP! AIRING. NFL M-F LATE NEWS AFTER NFL URGENT! NEWS WILL RUN LATE DUE TO THANKS, DENICE PROGRAM : ORD COM1:

SPOT/WK MAKE-GOOD FOR NOV9 ON LINE-11 FOR 1 THIS IS A

REP: TEL# 7 CREDIT ADVI S\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$

NOV10/17 10.49 *** WSFA-TV *** FAX# 703-516-9680 RISK !!! REPORT FROM REP ** REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT ORDER WORKSHEET HARRIS

: TOTL: :SPTS:	Н		г - f		Н		₽		10/17) ADVISE.	\$7,220.00 22				Ы	PLE
DAYS					מ		ם		(NOV PLS					RAM NAME	*-MULTIPLE
•• ••	ТНО		TUE		M-TU		M-TU		0 0 0 WE ARE	TOTAL	0 %			N-PROGRAM	
WEEK INVT			\						0.00	CONTRACT TOTAL	WIYC				Z-COMMENTS
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	\$300	RUSDAYS ONFIRM. FOR 1	\$170	RUSDAYS ONFIRM. -29	\$50.	RUSDAYS ONFIRM. -29	\$30.0	IRUSDAYS CONFIRM. 5-29	E Z E E E E E E E E E E E E E E E E E E		WAKA EAKA			ELETE	PER
 U				N TH SE C		N TH SE C		ERS N TE SE C	105P 130P 0A 00D 1235 ELL R	•	% %			DE-D	SPOTS
SEC		쁘 ㅂㅋ		N LATE ON E. PLEASE OF LINES		LATE ON PLEASE LINES		[v] [v] [v]	SSED: THU/1030P-11 FFER: THU/1030P-11 & TUE/500A-530. & M-TU/200P-30 & M-TU/1135P-1 CMT: OUR NEWS WILL CMT: LOWERING THE		WNCF 5 ESFA 0			ED	S I S
LGTH	9	₩ •	9	4 m L	09	· [4	9	SET E ET OF	0/1030P- 0/1030P- 6/500A- FU/200P- FU/1135H R NEWS V		W E			C-CANCELLED	R-RATE
		72 ,7 .7		e i K D		X H K D		HA	ISSED:THU/ OFFER:THU/ & TUE/ & M-TU & M-TU CMT:OUR	•	50%			C-CA	R-1
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	P-11	THUR LATE OUR NEWS LOWERING MAKE-GOOD	-530A	TODAY IN OUR NEWS LOWERING MAKEGOOD N	200P-300P	HARRY CON OUR NEWS LOWERING	P-123	LATE NIGIOUR NEWS LOWERING AKEGOOD IFFERS:		•	0				Q-PAID
TIME	1030	4	500A-5	24	200P		1135P		BUY#25	0 0	14,44			B-BUY	
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. LI								STA	E E	NOV/17	MARKET	ACC	SVC- DEMOS-	MOD	PIO

AGENCY TEL# 703-528-9387 REP: TEL# 703-528 CREDIT ADVISORY:

TRF# 1847589

#1 \$5\$

HEADLINE# 8853849 MOD# 2: APPROVED REV

REP \$\$\$

NOV10/17 11.07 ** WSFA-TV *** *** WSFA-TV STATION FROM RISK !!! REPORT F CREDIT HARRIS ORDER WORKSHEET

703-516-9680

FAX#

.07 디 # NOV10/17 SALESMAN REGIONAL (H)SCATTERGOOD EDDINS DATE LOCAL RYAN OFF.# JEFF WA-NATL NAME PRSN CLASS: BUYER SALES REP.# INVOICE) NEEDED 1650 ORDER, BILLING SUITE# (LINE, SE CO-OP POLI/D JONES/D/SEN/AL MEDIA # 885384 COMMENTS PKWY 30339 PARTNERS 75 GA CIRCLE CONTRACT EST#5092 WK-1 ATLANTA, CANAL NOV14/17 900 TAX SENAT NAME AGY. NAME STATE FOR ADV. NOV8/17 JONES DATES DOUG TAX # FLIGHT ORDER PRDCT CILX ADV AGY

RYAN 26-2 FOR \$7,220 REVISED ORDER M3 OKD AS LINES THANKS JASMINE TTL SAME, PLS CONFM REP:

STA:

SCHEDULE **** CASH IN ADVANCE ď THIS IS **** Ω CON

SENT TO: SE, SUITE#1650 BE ALL INVOICES ARE TO BI 900 CIRCLE 75 PARKWAY 30339 GA ATLANTA, GENERATION SCHEDULED FOR CONTRACT APPROVED. BEEN ORDER HAVE CHANGES OF THIS NOTICE:

PLS ADVISE (NOV10/17) \$550.00 \$170.00 \$50.00 \$30.00 608 608 608 608 NOV14 NOV13 NOV13 800N M-TU/1135P-1235A MISSED: THU/1030P-1105P OFFER: THU/1030P-1130P M-TU/200P-300P TUE/500A-530A Ø STATION MAKEGOOD OFFERS: BUY#25 OK'D

THANKS, DENICE · PLEASE CONFIRM. THE RATE. CMT: LOWERING

CMT: OUR NEWS WILL RUN LATE ON

\$7,220.00 TOTAL CONTRACT TOTAL

ARE

M

DUE TO NFL RUNNING.

THRUSDAYS